

Southwest Region Occupational Projections 2020-2030

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Occupational projections are produced every two years and are published in July of even numbered years. Occupations are classified using the Standard Occupational Classification (SOC) system. Major occupation groups are at the two digit SOC level, while detailed c

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Major Occupation Group Information

Occupation		2020	2030	2020-2030		2020 Wages				Annual Openings			
SOC Code	Title	Estimated Employment	Projected Employment	Net Change	Percent Change	Entry	Mean	Median	Experienced	Exits	Transfers	Growth	Total
00-0000	Total, All Occupations	118,132	125,382	7,250	6.1%	\$24,230	\$40,699	\$32,969	\$47,369	5,383	8,258	725	14,366
11-0000	Management Occupations	6,194	6,612	418	6.8%	\$49,351	\$88,715	\$76,037	\$107,945	200	333	42	575
13-0000	Business and Financial Operations Occupations	3,536	3,778	242	6.8%	\$39,755	\$60,501	\$56,262	\$76,256	100	218	24	342
15-0000	Computer and Mathematical Occupations	1,489	1,650	161	10.8%	\$44,140	\$69,009	\$62,339	\$88,842	32	78	16	126
17-0000	Architecture and Engineering Occupations	867	944	77	8.9%	\$49,255	\$72,289	\$67,751	\$90,478	22	45	8	75
19-0000	Life, Physical, and Social Science Occupations	383	404	21	5.5%	\$43,623	\$63,202	\$58,375	\$78,223	9	28	2	39
21-0000	Community and Social Service Occupations	1,629	1,733	104	6.4%	\$32,306	\$40,555	\$38,152	\$46,866	54	109	10	173
23-0000	Legal Occupations	440	486	46	10.5%	\$33,344	\$66,681	\$49,676	\$82,242	14	21	5	40
25-0000	Education, Training, and Library Occupations	6,161	6,918	757	12.3%	\$29,613	\$44,031	\$39,441	\$49,807	249	290	76	615
27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	1,184	1,252	68	5.7%	\$22,779	\$40,983	\$31,287	\$51,726	45	81	7	133
29-0000	Healthcare Practitioners and Technical Occupations	7,096	7,511	415	5.9%	\$35,649	\$60,456	\$48,372	\$68,677	189	226	42	457
31-0000	Healthcare Support Occupations	5,672	6,279	607	10.7%	\$21,738	\$26,428	\$24,483	\$28,540	364	357	61	782
33-0000	Protective Service Occupations	1,412	1,433	21	1.5%	\$27,204	\$39,981	\$36,026	\$48,750	60	86	2	148
35-0000	Food Preparation and Serving Related Occupations	9,095	10,339	1,244	13.7%	\$19,968	\$24,174	\$21,115	\$25,116	743	979	124	1,846
37-0000	Building and Grounds Cleaning and Maintenance Occupations	3,752	3,924	172	4.6%	\$21,533	\$27,256	\$25,240	\$30,908	222	280	17	519
39-0000	Personal Care and Service Occupations	2,827	3,174	347	12.3%	\$20,138	\$27,631	\$21,805	\$30,061	185	226	35	446
41-0000	Sales and Related Occupations	11,641	11,586	-55	-0.5%	\$21,893	\$36,109	\$26,673	\$39,804	603	938	-6	1,535
43-0000	Office and Administrative Support Occupations	14,281	13,784	-497	-3.5%	\$25,493	\$34,714	\$31,653	\$39,761	655	862	-50	1,467
45-0000	Farming, Fishing, and Forestry Occupations	1,855	1,774	-81	-4.4%	\$25,326	\$33,734	\$31,346	\$38,241	75	206	-8	273
47-0000	Construction and Extraction Occupations	4,457	4,783	326	7.3%	\$32,428	\$44,302	\$39,500	\$52,236	138	315	33	486
49-0000	Installation, Maintenance, and Repair Occupations	5,246	5,669	423	8.1%	\$30,774	\$46,407	\$43,018	\$56,820	167	345	42	554
51-0000	Production Occupations	14,566	14,635	69	0.5%	\$27,288	\$36,418	\$33,691	\$42,809	565	1,048	7	1,620
53-0000	Transportation and Material Moving Occupations	14,349	16,714	2,365	16.5%	\$25,836	\$35,713	\$32,503	\$43,565	692	1,188	236	2,116

Please see Notes tab for further explanation of data.

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Long-Term Occupational Projections for Southwest Region

Top Job Outlook by Now, Next, and Later Categories

Outlook defined by Career Grades which consider openings, growth rate, and wages

NOW Top Job Outlook - Southwest			
NOW jobs typically require high school education or less and short-term training			
Grade	Occupation Title	Annual Openings	Average Annual Wage
B	Fast Food and Counter Workers	779	\$22,681
B	Retail Salespersons	482	\$27,566
B+	Home Health and Personal Care Aides	463	\$24,470
B	Laborers and Freight, Stock, and Material Movers, Hand	440	\$30,274
B+	Stockers and Order Fillers	303	\$27,575
B	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	299	\$27,181
B	Waiters and Waitresses	242	\$22,613
B	Customer Service Representatives	221	\$32,139
A	Industrial Truck and Tractor Operators	199	\$35,601
A	Light Truck or Delivery Services Drivers	141	\$30,232
B	Meat, Poultry, and Fish Cutters and Trimmers	125	\$32,658
B+	Construction Laborers	114	\$38,013
B	Landscaping and Groundskeeping Workers	109	\$27,066
B+	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	103	\$29,917
B	Packers and Packagers, Hand	99	\$28,453
B+	Driver/Sales Workers	62	\$34,351
B	Nonfarm Animal Caretakers	42	\$22,136
B	Amusement and Recreation Attendants	35	\$26,828
B	Hotel, Motel, and Resort Desk Clerks	31	\$23,092
B	Dining Room and Cafeteria Attendants and Bartender Helpers	24	\$22,374

NEXT Top Job Outlook - Southwest			
NEXT jobs typically require moderate/long-term training or experience or education beyond high school			
Grade	Occupation Title	Annual Openings	Average Annual Wage
A+	Heavy and Tractor-Trailer Truck Drivers	590	\$44,944
A	Cooks, Restaurant	254	\$24,955
B	Food Batchmakers	191	\$33,350
A	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	153	\$57,478
B+	Maintenance and Repair Workers, General	151	\$38,066
B	First-Line Supervisors of Retail Sales Workers	124	\$41,413
A	First-Line Supervisors of Production and Operating Workers	109	\$54,290
B	Teaching Assistants, Except Postsecondary	105	\$23,596
B	Electrical, Electronic, and Electromechanical Assemblers, Except Coil Winders, Tapers, and Finishers	94	\$33,407
A	Fitness Trainers and Aerobics Instructors	91	\$28,014
B+	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	87	\$57,998
B	Automotive Service Technicians and Mechanics	84	\$40,673
B	Hairdressers, Hairstylists, and Cosmetologists	78	\$25,466
B	Welders, Cutters, Solderers, and Brazers	76	\$37,331
A	FirstLine Supervisors of Transportation & Material Moving Workers, Exc Aircraft Cargo Handling Supervisor	68	\$50,799
B	Medical Assistants	61	\$30,158
B+	Bus and Truck Mechanics and Diesel Engine Specialists	49	\$49,109
B+	Electricians	48	\$45,505
B	Machinists	46	\$42,551
B	Operating Engineers and Other Construction Equipment Operators	45	\$49,309

LATER Top Job Outlook - Southwest			
LATER jobs typically require a Bachelor's degree or higher education			
Grade	Occupation Title	Annual Openings	Average Annual Wage
A+	General and Operations Managers	211	\$75,239
B+	Registered Nurses	172	\$49,610
B+	Secondary School Teachers, Except Special and Career/Technical Education	121	\$41,278
B+	Elementary School Teachers, Except Special Education	93	\$46,046

B+	Substitute Teachers, Short-Term	81	\$27,071
B+	Accountants and Auditors	67	\$63,658
B+	Coaches and Scouts	44	\$34,440
B	Middle School Teachers, Except Special and Career/Technical Education	43	\$47,926
A+	Software Developers and Software Quality Assurance Analysts and Testers	38	\$93,002
B	Human Resources Specialists	34	\$55,828
B	Project Management Specialists and Business Operations Specialists, All Other	34	\$67,269
A+	Medical and Health Services Managers	31	\$163,972
B	Educational, Guidance, School, and Vocational Counselors	31	\$47,215
B+	Management Analysts	29	\$70,956
B+	Market Research Analysts and Marketing Specialists	29	\$49,024
B+	Education Administrators, Elementary and Secondary School	23	\$81,032
B	Kindergarten Teachers, Except Special Education	21	\$49,542
A+	Nurse Practitioners	19	\$101,641
A	Financial Managers	18	\$117,005
A	Industrial Engineers	18	\$82,453

Source: 2020-2030 Long-Term Occupational Projections, Missouri Economic Research and Information Center
Please see Notes tab for additional details

Long-Term Occupational Projections for Southwest Region

Top Job Openings by Now, Next, and Later Categories

Openings based on job growth as well as replacement needs due to exits or transfers

NOW Top Job Openings - Southwest			
NOW jobs typically require high school education or less and short-term training			
Grade	Occupation Title	Annual Openings	Average Annual Wage
B	Fast Food and Counter Workers	779	\$22,681
B	Retail Salespersons	482	\$27,566
C	Cashiers	465	\$23,256
B+	Home Health and Personal Care Aides	463	\$24,470
B	Laborers and Freight, Stock, and Material Movers, Hand	440	\$30,274
B+	Stockers and Order Fillers	303	\$27,575
B	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	299	\$27,181
C+	Office Clerks, General	255	\$29,972
B	Waiters and Waitresses	242	\$22,613
B	Customer Service Representatives	221	\$32,139
A	Industrial Truck and Tractor Operators	199	\$35,601
C+	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	146	\$30,129
A	Light Truck or Delivery Services Drivers	141	\$30,232
B	Meat, Poultry, and Fish Cutters and Trimmers	125	\$32,658
C+	Farmworkers, Farm, Ranch, and Aquacultural Animals	124	\$32,269
B+	Construction Laborers	114	\$38,013
C+	Childcare Workers	112	\$23,768
B	Landscaping and Groundskeeping Workers	109	\$27,066
B+	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	103	\$29,917
C+	Cooks, Institution and Cafeteria	101	\$23,649

NEXT Top Job Openings - Southwest			
NEXT jobs typically require moderate/long-term training or experience or education beyond high school			
Grade	Occupation Title	Annual Openings	Average Annual Wage
A+	Heavy and Tractor-Trailer Truck Drivers	590	\$44,944
A	Cooks, Restaurant	254	\$24,955
B	Food Batchmakers	191	\$33,350
A	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	153	\$57,478
B+	Maintenance and Repair Workers, General	151	\$38,066
C+	Miscellaneous Assemblers and Fabricators	140	\$31,185
B	First-Line Supervisors of Retail Sales Workers	124	\$41,413
C+	Packaging and Filling Machine Operators and Tenders	113	\$34,832
A	First-Line Supervisors of Production and Operating Workers	109	\$54,290
B	Teaching Assistants, Except Postsecondary	105	\$23,596
C+	Bookkeeping, Accounting, and Auditing Clerks	99	\$33,754
B	Electrical, Electronic, and Electromechanical Assemblers, Except Coil Winders, Tapers, and Finishers	94	\$33,407
A	Fitness Trainers and Aerobics Instructors	91	\$28,014
B+	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	87	\$57,998
B	Automotive Service Technicians and Mechanics	84	\$40,673
B	Hairdressers, Hairstylists, and Cosmetologists	78	\$25,466
B	Welders, Cutters, Solderers, and Brazers	76	\$37,331
A	FirstLine Supervisors of Transportation & Material Moving Workers, Exc Aircraft Cargo Handling Supervisor	68	\$50,799
B	Medical Assistants	61	\$30,158
C	Inspectors, Testers, Sorters, Samplers, and Weighers	58	\$38,930

LATER Top Job Openings - Southwest			
LATER jobs typically require a Bachelor's degree or higher education			
Grade	Occupation Title	Annual Openings	Average Annual Wage
A+	General and Operations Managers	211	\$75,239
B+	Registered Nurses	172	\$49,610
B+	Secondary School Teachers, Except Special and Career/Technical Education	121	\$41,278
B+	Elementary School Teachers, Except Special Education	93	\$46,046

B+	Substitute Teachers, Short-Term	81	\$27,071
B+	Accountants and Auditors	67	\$63,658
B+	Coaches and Scouts	44	\$34,440
B	Middle School Teachers, Except Special and Career/Technical Education	43	\$47,926
A+	Software Developers and Software Quality Assurance Analysts and Testers	38	\$93,002
B	Human Resources Specialists	34	\$55,828
B	Project Management Specialists and Business Operations Specialists, All Other	34	\$67,269
A+	Medical and Health Services Managers	31	\$163,972
B	Educational, Guidance, School, and Vocational Counselors	31	\$47,215
C+	Child, Family, and School Social Workers	30	\$36,211
B+	Management Analysts	29	\$70,956
B+	Market Research Analysts and Marketing Specialists	29	\$49,024
C+	Clinical Laboratory Technologists and Technicians	29	\$48,995
B+	Education Administrators, Elementary and Secondary School	23	\$81,032
C+	Healthcare Social Workers	22	\$43,366
B	Kindergarten Teachers, Except Special Education	21	\$49,542

Source: 2020-2030 Long-Term Occupational Projections, Missouri Economic Research and Information Center
Please see Notes tab for additional details

Fastest Growing Occupations by Now, Next, and Later Categories

Fastest growth defined by percent growth from base year to projected year

NOW Fastest Growing Occupations - Southwest				
NOW jobs typically require high school education or less and short-term training				
Grade	Occupation Title	Percent Growth	Annual Openings	Average Annual Wage
B	Ushers, Lobby Attendants, and Ticket Takers	81.6%	15	\$22,516
A	Industrial Truck and Tractor Operators	38.8%	199	\$35,601
B	Dining Room and Cafeteria Attendants and Bartender Helpers	21.9%	24	\$22,374
B	Nonfarm Animal Caretakers	20.8%	42	\$22,136
B	Amusement and Recreation Attendants	20.6%	35	\$26,828
B+	Driver/Sales Workers	19.8%	62	\$34,351
B	Hotel, Motel, and Resort Desk Clerks	18.6%	31	\$23,092
A	Light Truck or Delivery Services Drivers	18.1%	141	\$30,232
B+	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	16.6%	103	\$29,917
B+	Home Health and Personal Care Aides	15.6%	463	\$24,470
C+	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	14.8%	24	\$21,285
C+	Refuse and Recyclable Material Collectors	14.6%	8	\$26,570
B	Cargo and Freight Agents	12.6%	11	\$51,965
B	Waiters and Waitresses	12.6%	242	\$22,613
B+	Construction Laborers	11.0%	114	\$38,013
B+	Stockers and Order Fillers	10.6%	303	\$27,575
B	Fast Food and Counter Workers	8.9%	779	\$22,681
C	Conveyor Operators and Tenders	8.3%	7	\$31,266
B	Landscaping and Groundskeeping Workers	6.9%	109	\$27,066
B	Laborers and Freight, Stock, and Material Movers, Hand	6.0%	440	\$30,274

NEXT Fastest Growing Occupations - Southwest				
NEXT jobs typically require moderate/long-term training or experience or education beyond high school				
Grade	Occupation Title	Percent Growth	Annual Openings	Average Annual Wage
A	Cooks, Restaurant	40.7%	254	\$24,955
A	Transportation, Storage, and Distribution Managers	33.3%	11	\$86,030
A	Fitness Trainers and Aerobics Instructors	25.9%	91	\$28,014
B	Self-Enrichment Education Teachers	24.6%	10	\$39,373
A+	Heavy and Tractor-Trailer Truck Drivers	24.1%	590	\$44,944
B+	Industrial Machinery Mechanics	21.2%	39	\$52,807
B	Respiratory Therapists	20.2%	8	\$52,486
A	FirstLine Supervisors of Transportation & Material Moving Workers, Exc Aircraft Cargo Handling Supervisor	19.4%	68	\$50,799
B	Veterinary Technologists and Technicians	19.1%	10	\$31,827
B	Mobile Heavy Equipment Mechanics, Except Engines	17.2%	22	\$45,734
B+	Bus and Truck Mechanics and Diesel Engine Specialists	16.2%	49	\$49,109
B	First-Line Supervisors of Personal Service & Entertainment and Recreation Workers, Exc Gambling Services	15.5%	14	\$40,993
C+	Cabinetmakers and Bench Carpenters	15.2%	12	\$35,004
B	Hairdressers, Hairstylists, and Cosmetologists	15.1%	78	\$25,466
B	Paralegals and Legal Assistants	15.0%	23	\$39,462
B	Physical Therapist Assistants	14.6%	7	\$53,063
B+	Septic Tank Servicers and Sewer Pipe Cleaners	13.5%	9	\$69,202
B+	Electricians	12.7%	48	\$45,505
C+	Farm Equipment Mechanics and Service Technicians	12.5%	10	\$39,786
B	Dispatchers, Except Police, Fire, and Ambulance	12.3%	17	\$49,143

LATER Fastest Growing Occupations - Southwest				
LATER jobs typically require a Bachelor's degree or higher education				
Grade	Occupation Title	Percent Growth	Annual Openings	Average Annual Wage
A	Logisticians	57.4%	9	\$75,038
A+	Nurse Practitioners	39.3%	19	\$101,641
A+	Software Developers and Software Quality Assurance Analysts and Testers	25.7%	38	\$93,002
B+	Coaches and Scouts	25.1%	44	\$34,440
A+	Medical and Health Services Managers	24.9%	31	\$163,972
B+	Market Research Analysts and Marketing Specialists	23.6%	29	\$49,024
B+	Speech-Language Pathologists	21.5%	9	\$68,530
B+	Veterinarians	18.7%	6	\$79,451
A	Architectural and Engineering Managers	18.2%	4	\$134,021
A	Industrial Engineers	18.1%	18	\$82,453
A	Computer and Information Systems Managers	17.5%	7	\$123,626

B+	Substitute Teachers, Short-Term	16.0%	81	\$27,071
A	Financial Managers	15.7%	18	\$117,005
B+	Occupational Therapists	13.5%	4	\$81,536
B+	Management Analysts	13.3%	29	\$70,956
B	Educational, Guidance, School, and Vocational Counselors	13.2%	31	\$47,215
B	Special Education Teachers, Middle School	13.2%	3	\$50,654
A	Human Resources Managers	13.0%	5	\$113,365
B	Kindergarten Teachers, Except Special Education	12.9%	21	\$49,542
B+	Secondary School Teachers, Except Special and Career/Technical Education	12.4%	121	\$41,278

Source: 2020-2030 Long-Term Occupational Projections, Missouri Economic Research and Information Center
Please see Notes tab for additional details

Long-Term Occupational Projections for Southwest Region

All Occupation Information

																			ACT Workkeys Assessment Levels																										
																			Applied Math		Workplace Documents		Graphic Literacy		STEM																				
																			Minimum	Median	Minimum	Median	Minimum	Median	Core or Related																				
Grade	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	SOO Code	Title	2020 Employment	2030 Employment	2020-2030 Change	Percent Change	Entry	Mean	Median	Percent Experienced	Exits	Transfers	Growth	Total	Typical Education Required	Typical Experience Required	Typical Job Training	Minimum	Median	Minimum	Median	Minimum	Median	Core or Related		
11-0000 Management Occupations																																													
B	LATER																				11-1011	Chief Executive Officers	174	159	-15	-8.6%	\$56,029	\$125,515	\$107,484	\$146,961	2	4	-1	7	9	Bachelor's degree	5 years or more	None	4	5	5	6	4	5	
A+	LATER																				11-1021	General and Operations Managers	2,175	2,407	232	10.7%	\$40,946	\$75,239	\$62,057	\$93,085	46	142	23	211		Bachelor's degree	5 years or more	None	3	5	3	5	4	5	
D	LATER																				11-1031	Legislators	42	42	0	0.0%	\$19,671	\$26,049	\$19,742	\$28,220	1	2	0	3		Bachelor's degree	Less than 5 years	None	3	5	4	6	4	5	
B+	LATER																				11-2021	Marketing Managers	n/a	n/a	n/a	n/a	\$80,217	\$128,632	\$109,404	\$143,439	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	5 years or more	None	7	7	5	5	5	5	
B+	LATER																				11-2022	Sales Managers	126	134	8	6.4%	\$109,411	\$133,241	\$133,561	\$161,203	3	8	1	12		Bachelor's degree	Less than 5 years	None	4	4	5	5	4	5	
B+	LATER																				11-2030	Public Relations and Fundraising Managers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	5 years or more	None	4	5	5	5	4	5	
B+	LATER																				11-3010	Administrative Services and Facilities Managers	82	87	5	6.1%	\$65,602	\$88,348	\$86,644	\$103,988	2	4	0	6		Bachelor's degree	Less than 5 years	None	3	5	4	5	4	4	
A	LATER																				11-3021	Computer and Information Systems Managers	80	94	14	17.5%	\$94,796	\$123,626	\$120,436	\$143,720	1	5	1	7		Bachelor's degree	5 years or more	None	5	5	5	5	5	5	Core
A	LATER																				11-3031	Financial Managers	198	229	31	15.7%	\$80,171	\$117,005	\$103,110	\$143,319	4	11	3	18		Bachelor's degree	5 years or more	None	4	5	3	5	4	5	
B+	LATER																				11-3051	Industrial Production Managers	215	227	12	5.6%	\$88,279	\$112,259	\$106,559	\$130,733	4	10	1	15		Bachelor's degree	5 years or more	None	3	5	3	4	4	4	
B	LATER																				11-3061	Purchasing Managers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	5 years or more	None	4	5	4	4	4	4	
A	NEXT																				11-3071	Transportation, Storage, and Distribution Managers	99	132	33	33.3%	\$70,321	\$86,030	\$82,004	\$101,126	2	6	3	11		High school diploma or equivalent	5 years or more	None	3	4	3	4	3	4	
A	LATER																				11-3111	Compensation and Benefits Managers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	5 years or more	None	4	5	5	5	4	4	
A	LATER																				11-3121	Human Resources Managers	46	52	6	13.0%	\$71,575	\$113,365	\$97,437	\$128,348	1	3	1	5		Bachelor's degree	5 years or more	None	3	5	4	5	4	4	
A	LATER																				11-3131	Training and Development Managers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	5 years or more	None	4	4	5	5	4	4	
B	NEXT																				11-9013	Farmers, Ranchers, and Other Agricultural Managers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	5 years or more	None	3	5	4	5	4	5	
B+	LATER																				11-9021	Construction Managers	141	157	16	11.4%	\$58,516	\$76,796	\$73,232	\$90,767	3	8	2	13		Bachelor's degree	None	Moderate-term-on-the-job training	4	5	3	6	3	5	
C	LATER																				11-9031	Education Administrators, Preschool and Childcare Center/Program	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	Less than 5 years	None	4	4	5	5	4	4	
B+	LATER																				11-9032	Education Administrators, Elementary and Secondary School	260	292	32	12.3%	\$70,282	\$81,032	\$80,890	\$99,358	7	13	3	23		Master's degree	5 years or more	None	5	5	5	5	5	5	
B+	LATER																				11-9033	Education Administrators, Postsecondary	140	150	10	7.1%	\$62,384	\$92,467	\$75,953	\$107,777	1	2	0	3		Master's degree	Less than 5 years	None	3	5	4	4	4	4	
B	LATER																				11-9039	Education Administrators, All Other	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	Less than 5 years	None	3	4	4	4	4	4	
A	LATER																				11-9041	Architectural and Engineering Managers	33	39	6	18.2%	\$109,478	\$134,021	\$135,319	\$158,230	1	2	1	4		Bachelor's degree	5 years or more	None	7	7	6	7	5	5	Core
B	NEXT																				11-9051	Food Service Managers	218	239	21	9.6%	\$36,062	\$56,244	\$58,094	\$65,716	7	18	2	27		High school diploma or equivalent	Less than 5 years	None	3	3	4	4	3	4	
C+	NEXT																				11-9081	Lodging Managers	53	59	6	11.3%	\$33,690	\$45,575	\$58,052	\$66,204	2	4	-1	7		High school diploma or equivalent	Less than 5 years	None	3	5	3	5	4	5	
B	LATER																				11-9111	Medical and Health Services Managers	277	346	69	24.9%	\$78,936	\$163,972	\$113,234	n/a	8	16	7	31		Bachelor's degree	Less than 5 years	None	3	4	3	4	4	4	Related
B	LATER																				11-9121	Natural Sciences Managers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	5 years or more	None	5	6	4	5	4	4	
C+	NEXT																				11-9131	Postmasters and Mail Superintendents	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	Less than 5 years	Moderate-term-on-the-job training	3	4	3	4	3	4	
C	NEXT																				11-9141	Property, Real Estate, and Community Association Managers	149	152	3	2.0%	\$24,863	\$38,765	\$35,671	\$47,284	6	6	0	12		High school diploma or equivalent	Less than 5 years	None	3	4	3	4	3	4	
B	LATER																				11-9151	Social and Community Service Managers	62	65	3	4.8%	\$47,158	\$57,862	\$55,426	\$68,462	2	5	0	5		Bachelor's degree	Less than 5 years</								

[illegible]

C+	NEXT	41-1012	First-Line Supervisors of Non-Retail Sales Workers	188	169	-19	-10.1%	\$57,024	\$89,006	\$64,666	\$83,612	5	11	-2	14	High school diploma or equivalent	Less than 5 years	None		3	5	4	5	4	4
C	NEXT	41-2011	Cashiers	2,763	2,579	-184	-6.7%	\$20,286	\$23,256	\$22,390	\$24,893	227	256	-18	465	No formal educational credential	None	Short-term on-the-job training	3	3	3	3	3	3	3
C	NOW	41-2021	Counter and Retail Clerks	225	226	1	0.4%	\$23,085	\$30,938	\$28,051	\$35,809	10	16	0	26	No formal educational credential	None	Short-term on-the-job training	4	4	3	3	4	4	
C	NEXT	41-2022	Parts Salespersons	428	453	25	5.8%	\$23,114	\$32,951	\$28,372	\$35,554	19	34	2	151	No formal educational credential	None	Moderate-term on-the-job training	3	3	3	3	4	4	
B	NOW	41-2031	Retail Salespersons	3,502	3,487	-15	-0.4%	\$20,933	\$27,566	\$24,175	\$29,907	195	289	-2	482	No formal educational credential	None	Short-term on-the-job training	3	3	3	4	3	4	
D	NEXT	41-3011	Advertising Sales Agents	n/a	n/a	n/a	n/a	\$20,260	\$32,897	\$23,946	\$45,429	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	3	3	3	4	3	4	
C+	NEXT	41-3021	Insurance Sales Agents	372	390	18	4.8%	\$33,073	\$51,718	\$45,774	\$52,679	13	21	2	36	High school diploma or equivalent	None	Moderate-term on-the-job training	3	4	5	5	5	5	
B	LATER	41-3031	Securities, Commodities, and Financial Services Sales Agents	182	187	5	2.8%	\$38,220	\$62,911	\$46,935	\$60,945	4	12	0	16	Bachelor's degree	None	Moderate-term on-the-job training	4	4	4	4	4	4	
C+	NEXT	41-3041	Travel Agents	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	4	4	4	5	4	4	
A	NEXT	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Fin	1,157	1,293	136	11.8%	\$34,805	\$57,478	\$48,787	\$67,813	31	108	14	153	High school diploma or equivalent	None	Moderate-term on-the-job training	3	5	4	5	4	4	
B+	LATER	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and	82	89	7	8.5%	\$45,175	\$90,708	\$61,001	\$118,659	2	6	1	9	Bachelor's degree	None	Moderate-term on-the-job training	3	4	4	4	4	4	
B+	NEXT	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Techn	818	865	47	5.8%	\$37,800	\$57,998	\$51,178	\$71,606	25	57	5	87	High school diploma or equivalent	None	Moderate-term on-the-job training	3	5	3	5	4	4	
D	NOW	41-9011	Demonstrators and Product Promoters	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	No formal educational credential	None	Short-term on-the-job training	4	4	3	4	4	4	
C	NEXT	41-9021	Real Estate Brokers	199	203	4	2.0%	\$27,065	\$43,211	\$31,280	\$39,935	8	9	0	17	High school diploma or equivalent	Less than 5 years	None		3	4	3	5	3	
B+	NEXT	41-9022	Real Estate Sales Agents	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	3	4	3	5	3	4	
C+	LATER	41-9031	Sales Engineers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	Moderate-term on-the-job training	6	6	4	4	4	4	
F	NOW	41-9041	Telemarketers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	No formal educational credential	None	Short-term on-the-job training	3	3	3	4	3	4	
C	NOW	41-9059	Sales and Related Workers, All Other	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	None	3	3	3	3	3	4	
43-0000 Office and Administrative Support Occupations				14,281	13,784	-497	-3.5%	\$25,493	\$34,714	\$31,653	\$39,761	655	862	-50	1,467										
B	NEXT	43-1011	First-Line Supervisors of Office and Administrative Support Workers	n/a	n/a	n/a	n/a	\$36,896	\$51,472	\$48,104	\$64,274	n/a	n/a	n/a	n/a	High school diploma or equivalent	Less than 5 years	None		3	4	3	4	3	4
F	NOW	43-2011	Switchboard Operators, Including Answering Service	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	3	3	4	4	3	4	
F	NOW	43-2021	Telephone Operators	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	3	3	4	4	3	4	
C	NEXT	43-3011	Bill and Account Collectors	n/a	n/a	n/a	n/a	\$37,595	\$46,193	\$45,930	\$55,394	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	3	3	4	4	4	4	
C	NEXT	43-3021	Billing and Posting Clerks	285	282	-3	-1.1%	\$26,700	\$33,810	\$33,098	\$38,625	12	17	0	29	High school diploma or equivalent	None	Moderate-term on-the-job training	3	4	3	4	3	4	
C+	NEXT	43-3031	Bookkeeping, Accounting, and Auditing Clerks	956	920	-36	-3.8%	\$27,099	\$33,754	\$32,857	\$38,793	55	48	-4	99	Some college, no degree	None	Moderate-term on-the-job training	3	4	3	4	3	4	
D	NEXT	43-3051	Payroll and Timekeeping Clerks	82	76	-6	-7.3%	\$35,244	\$42,761	\$41,467	\$49,804	54	48	-2	151	High school diploma or equivalent	None	Moderate-term on-the-job training	3	3	3	4	4	4	
D	NEXT	43-3061	Procurement Clerks	40	36	-4	-10.0%	\$33,567	\$37,957	\$38,741	\$44,114	1	2	0	3	High school diploma or equivalent	None	Moderate-term on-the-job training	3	3	4	4	3	3	
D	NOW	43-3071	Tellers	361	287	-74	-20.5%	\$23,815	\$28,614	\$28,303	\$33,126	13	20	-7	26	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	3	4	
C+	NOW	43-3099	Financial Clerks, All Other	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	3	4	3	4	3	4	
B	NEXT	43-4011	Brokerage Clerks	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	3	4	3	4	3	4	
C	NEXT	43-4031	Court, Municipal, and License Clerks	307	304	-3	-1.0%	\$28,708	\$38,321	\$36,089	\$45,082	15	15	0	30	High school diploma or equivalent	None	Long-term on-the-job training	3	3	3	4	3	4	
C	NEXT	43-4041	Credit Authorizers, Checkers, and Clerks	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	4	4	4	4	4	4	
B	NOW	43-4051	Customer Service Representatives	1,695	1,745	50	3.0%	\$26,574	\$32,139	\$30,374	\$36,701	81	135	5	221	High school diploma or equivalent	None	Short-term on-the-job training	4	4	3	4	3	4	
C	NEXT	43-4061	Eligibility Interviewers, Government Programs	116	110	-6	-5.2%	\$27,374	\$32,460	\$30,773	\$34,509	4	6	0	10	High school diploma or equivalent	None	Moderate-term on-the-job training	3	4	3	5	3	4	
F	NOW	43-4071	File Clerks	35	30	-5	-14.3%	\$23,278	\$28,657	\$26,967	\$33,668	2	4	0	4	High school diploma or equivalent	None	Short-term on-the-job training	4	4	3	4	3	4	
B	NOW	43-4081	Hotel, Motel, and Resort Desk Clerks	156	185	29	18.6%	\$20,064	\$23,092	\$22,272	\$24,555	10	18	3	31	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	3	4	
C	NEXT	43-4111	Interviewers, Except Eligibility and Loan	n/a	n/a	n/a	n/a	\$27,154	\$33,376	\$31,668	\$38,715	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	3	4	
D	NOW	43-4121	Library Assistants, Clerical	51	51	0	0.0%	\$19,973	\$23,300	\$21,089	\$24,764	4	3	0	7	High school diploma or equivalent	None	Short-term on-the-job training	3	3	4	4	3	3	
C	NEXT	43-4131	Loan Interviewers and Clerks	335	309	-26	-7.8%	\$26,765	\$32,124	\$30,434	\$34,509	9	19	-3	25	High school diploma or equivalent	None	Short-term on-the-job training	3	3	4	4	3	4	
D	NEXT	43-4141	Non-Accruals Clerks	105	106	1	1.0%	\$23,452	\$23,967	\$23,967	\$37,174	3	7	0	7	High school diploma or equivalent	None	Moderate-term on-the-job training	3	4	4	4	3	4	
D	NEXT	43-4151	Order Clerks	97	88	-9	-9.3%	\$22,909	\$30,337	\$27,736	\$35,033	4	6	-1	9	Some college, no degree	None	Short-term on-the-job training	3	4	3	4	3	4	
D	NEXT	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	69	66	-3	-4.4%	\$31,898	\$36,242	\$36,330	\$40,183	3	4	0	7	Associate degree	None	None	3	4	3	4	3	4	
C	NOW	43-4171	Receptionists and Information Clerks	511	496	-15	-2.9%	\$22,503	\$27,002	\$26,364	\$30,640	28	35	-2	61	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	3	4	
N	NOW	43-4181	Reservation and Ticketing Clerks	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	4	4	4	4	4	4	
C+	NOW	43-4191	Information and Record Clerks, All Other	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	4	4	
B	NOW	43-5011	Cargo and Freight Agents	95	107	12	12.6%	\$36,778	\$51,965	\$46,918	\$69,476	4	6	1	11	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	4	4	
D	NOW	43-5021	Couriers and Messengers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	3	3	4	4	4	4	
C	NEXT	43-5031	Police, Fire, and Ambulance Dispatchers	92	93	1	1.1%	\$23,052	\$30,509	\$28,101	\$36,659	3	5	0	8	High school diploma or equivalent	None	Moderate-term on-the-job training	3	4	3	4	3	4	
B	NEXT	43-5041	Dispatchers, Except Police, Fire, and Ambulance	146	146	0	0.0%	\$28,153	\$34,437	\$32,916	\$38,138	12	17	0	25	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	3	4	
D	NOW	43-5041	Meter Readers, Utilities	34	34	-5	-12.8%	\$20,131	\$36,451	\$29,960	\$45,466	1	2	0	3	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	3	3	3	
C	NOW	43-5051	Postal Service Clerks	92	88	-4	-4.4%	\$37,771	\$49,743	\$50,159	\$62,987	4	3	0	7	High school diploma or equivalent	None	Short-term on-the-job training	3	3	4	4	4	4	
C	NEXT	43-5062	Postal Service Mail Carriers	327	314	-13	-4.0%	\$38,618	\$52,212	\$48,551	\$65,031	11	12	-1	22	High school diploma or equivalent	None	Short-term on-the-job training	3	3	4	4	4	4	
F	NEXT	43-5053	Postal Service Mail Sorters, Processors, and Processing Machine Operators	32	32	0	0.0%	\$38,618	\$52,212	\$48,551	\$65,031	11	12	-1	22	High school diploma or equivalent	None	Short-term on-the-job training	3	3	4	4	4	4	
B	NEXT	43-5061	Production, Planning, and Expediting Clerks	340	378	38	11.2%	\$30,629	\$45,734	\$41,626	\$58,307	13	23	4	40	High school diploma or equivalent	None	Moderate-term on-the-job training	3	4	3	4	3	4	
C+	NOW	43-5071	Shipping, Receiving, and Traffic Clerks	1,046	1,022	-24	-2.3%	\$23,641	\$30,541	\$30,094	\$36,448	38	61	-2	97	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	3	4	
C	NOW	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	41	43	2	4.9%	\$22,988	\$28,855	\$25,697	\$31,853	2	2	0	4	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	3	3	4	
C	NEXT	43-6011	Executive Secretaries and Executive Administrative Assistants	n/a	n/a	n/a	n/a	\$29,983	\$45,415	\$42,976	\$57,027	n/a	n/a	n/a	n/a	High school diploma or equivalent	Less than 5 years	None		3	4	4	3	4	
F	NEXT	43-6012	Legal Secretaries	n/a	n/a	n/a	n/a	\$28,601	\$31,525	\$30,706	\$33,907	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	3	3	3	4	3	4	
C	NEXT	43-6013	Medical Secretaries	461	469	8	1.7%	\$26,420	\$33,191	\$32,619	\$38,749	24	26	1	51	High school diploma or equivalent	None	Moderate-term on-the-job training	3	3	4	5	4	4	
C+	NOW	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and	1,573	1,430	-143	-9.1%	\$22,903	\$30,129	\$27,668	\$35,302	76	84	-14	146	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	3	4	
F	NOW	43-9021	Data Entry Keyers	45	36	-9	-20.0%	\$23,672	\$29,901	\$29,126	\$35,503	2	3	-1	4	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	3	4	4	
N	NOW	43-9022	Word Processors and Typists	n/a	n/a	n/a	n/a	n/a																	

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Notes

- 1. n/a = Data suppressed due to confidentiality or lack of statistically significant data.
- 2. Net Employment Change (Column G) is the difference in the number of jobs between the base and projected years.
- 3. Percent employment change (Column H) indicates how fast employment is expected to increase or decrease during the projection period.
- 4. Annual Exit Openings (Column M) are an estimate of the annual number of jobs that will arise from the need to replace workers who have left the workforce entirely.
- 5. Annual Transfer Openings (Column N) are an estimate of the annual number of jobs that will arise from the need to replace workers who have transferred to a different occupation.
- 6. Annual Growth Openings (Column O) are the annual numeric change in employment.
- 7. Annual Total Openings (Column P) are the sum of exit, transfer, and growth openings.

Occupation Grade

The occupation grades, or "career grades", are based on a combination of total job openings, percent growth, and the average wages of an occupation. Occupations with the letter grade "A+" have the best outlook, while occupations with the letter grade "F" have the worst outlook. Grades in each region are determined by comparing only the occupations within that region.

STEM

Refers to Science, Technology, Engineering, and Math occupations. "Core" occupations are those that strictly use STEM skills. "Related" occupations are those that use related STEM skills.

N_N_L: "Now, Next, Later"

Now: Typically requires short-term on-the-job training, little to no experience, and/or a high school diploma
Next: Typically requires non-degree certificate, associate’s degree, apprenticeship, some experience, or moderate- to long-term training
Later: Typically requires a bachelor’s degree or higher

ACT WorkKeys Assessments

ACT WorkKeys® assessments measure foundational skills required for success in the workplace, and help measure the workplace skills that can affect job performance. Scores are provided for three different categories: Applied Math, Workplace Documents, and Graphic Literacy. Each assessment offers varying levels of difficulty. The levels build on each other, incorporating the skills assessed at the previous levels. For example, at Level 5, individuals need the skills from Levels 3, 4, and 5. The minimum and median score required for each occupation is shown, if available. For more information about WorkKeys skills, please visit the following website:
<https://www.act.org/content/act/en/products-and-services/workkeys-for-employers/assessments.html>